

## Chapter 6 “The On Demand Business Value Proposition” Homework

1. What are the best practices that companies show signs of when implementing On Demand Business?
  - Outsource non-core business components (production, distribution, human resources, finance, and IT)
  - Implement a transparent demand/supply chain
  - Share risk and reward with suppliers, subcontractors, and partner
  - Understand and mitigate emerging risks of operating in an ecosystem
  - Pursue risk and reward arrangements with vendors
2. How are On Demand Business Technologies improving the client experience?
  - On Demand Business Technologies enable employees who interact with the clients to have an integrated view of the client's wants, needs, and behaviors across transactions and channels.
  - You will be able to respond to client's needs in real time
3. How are organizations that employ On Demand Business first to profitable markets?
  - Allowing the integration of design activities with the R&D activities of internal and external clients
  - Enabling rapid identification of a market opportunity
  - Providing enhanced decision making ability
  - Virtualizing the design infrastructure to minimize capital costs
  - Allowing efficient use of resources across a distributed design team
4. Why are infrastructure providers finding big business in contingency planning services?
  - Geopolitical instability threatens operational performance of globally integrated firms.
  - Natural disasters continue to create economic turmoil.
  - Computer viruses and other virtual dangers threaten client and employee security and privacy.
5. What factors enable agile business decision making?
  - Addressing ease of access
  - Breadth of relevant results
  - “Usability of results”